

Message Text

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PAGE 01 MANAGU 03193 062208Z
ACTION ARA-14

INFO OCT-01 EB-07 ISO-00 /022 W
-----076053 070359Z /10
R 062020Z JUL 77
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3696

UNCLAS MANAGUA 3193

E.O. 11652: NA
TAGS: BEXP, PINR, NU
SUBJECT: WTDR/FTI EMBOTELLADORA NACIONAL S.A.

REF: USDOC 10369

1. NICARAGUA 2. COUNTRY CODE: 219 3. SERIAL NO.: 0052600

4. EMBOTELLADORA NACIONAL S.A.

4.A. CODE: 4B. CODE: A4C. CODE: X

5. APARTADO POSTAL 491

6. MANAGUA, NICARAGUA

7. ESTABLISHED: 1943 8. EMPLOYEES: 600

9. SIZE: (18-X) VERY LARGE 10. REPUTATION: (22-X) GOOD

11. SALES AREA: NICARAGUA

12. REPORT DATE: 07/77

13A. 20860/0 BOTTLING COMPANY. PRODUCER OF SOFT DRINKS;
13B. 35514/5 IMPORTER OF BOTTLING MACHINERY;
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13C. 20870/5 IMPORTER OF BEVERAGE BASES AND SIRUPS;
13D. 32210/5 IMPORTER OF BEVERAGES BOTTLES;
13E. 28693/5 IMPORTER OF FLAVOR MATERIALS;
13F. 37112/5 IMPORTER OF SOFT-DRINK DELIVERY TRUCKS;

14. CONTACT: DR. DANILO ROMAN TITLE: GENERAL MANAGER

15. CABLE: ENSA 16. TELEX: NA 17. PHONE: 27161

18. FINANCIAL REFERENCES: BANCO NICARAGUENSE, APARTADO POSTAL 549, BANCO DE AMERICA, APARTADO POSTAL 285, AND BANCO NACIONAL, APARTADO POSTAL 328, IN MANAGUA.

19. TRADE REFERENCES: CROWN CORK & SEAL CO., 9300 ASHTON ROAD, PHILADELPHIA; AMERICAN BEVERAGE CO., COLLEGE POINT, NEW YORK; AMERICAN OPTICAL CORPORATION, SOOOTHBRIDGE, MASSACHUSETTS; A. GUSMER INC., 27 NORTH AVE. E., CRANFORD, NEW JERSEY; ALSO FIRMS IN ITEM 20 BELOW.

20. FOREIGN FIRMS REPRESENTED: PEPSI SOLA INTERNATIONAL CO., NEW YORK, NY, BOTTLING LICENSE ACQUIRED IN 1943; INTERAMERICA ORANGE CRUSH CO., EVANSTON, ILLINOIS, BOTTLING LICENSE ACQUIRED 1966; SEVEN UP BOTTLING FRANCHISE ACQUIRED 1975.

21. EMBOTELLADOR NACIONAL S.A. IS ONE OF THE TWO LARGEST AND MOST SUCCESSFUL BOTTLING COMPANIES IN NICARAGUA. IT BOTTLES PEPSI COLA, SEVEN UP AND ORANGE CRUSH SOFT-DRINKS UNDER LICENSE AGREEMENT WITH US FIRMS, AND PRODUCES SEVERAL OTHER BEVERAGES UNDER ITS OWN TRADEMARKS. IT ALSO BOTTLES PURIFIED WATER. THE FIRM IMPORTS BEVERAGE BASES AND A VARIETY OF CHEMICAL PRODUCTS FOR ITS BOTTLING PROCESS, AS WELL AS DELIVERY TRUCKS AND BOTTLING MACHINERY ACCESSORIES AND SUPPLIES. IT RECENTLY MOVED ITS PLANT TO A NEW BUILDING ON MANAGUA' OUTSKIRTS AND ACQUIRED ADDITIONAL MACHINERY
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TO EXPAND AND MODERNIZE ITS PRODUCTION FACILITIES. IN 1974, FIRM REPORTED A PRODUCTION OF OVER FOUR MILLION CASES OF SOFT-DRINKS PER YEAR, A MONTHLY VOLUME OF SALES OF US\$700,000, AND A NET WORTH OF US\$2.4 MILLION. NO INFORMATION IS AVAILABLE ON FIRM'S CURRENT SITUATION BUT EMBASSY CONSIDERS THAT THE FIRM HAS GROWN CONSIDERABLY SINCE THEN IN RESOURCES AND IN PRODUCTION. FIRM ALSO DISTRIBUTES BOTTLE COOLERS AND REFRIGERATING UNITS THROUGH THE SUBSIDIARY ELECTORMATIC. EMBOTELLADORA NACIONAL IS A WHOLLY-OWNED SUBSIDIARY OF COMAPNIA CERVECERA DE NICARAGUA, THE LARGEST BREWERY IN THE COUNTRY. THE STOCK OF THE BREWERY IS CONTROLLED BY A GROUP OF SUCCESSFUL NICARAGUAN BUSINESSMEN WHO ALSO CONTROL ONE OF THE COUNTRY'S LARGEST PRIVATE BANKS, BANCO NICARAGUENSE. THE GROUP INCLUDES DR. EDUARDO MONTEALEGRE, THE BANK'S PRESIDENT, MR. JOSE I. GONZALEZ, A VERY WEALTHY COFFEE-GROWER, AND SEVERAL OTHER WELL-KNOWN ENTREPRENEURS. SUBJECT FIRM ENJOYS A GOOD REPUTATION IN LOCAL BANK AND COMMERCIAL CIRCLES AND IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED US CONCERNS.

22. PREPARED BY:RJMONTES APPROVED BY:JPFRERES AT: US EMBASSY, MANAGUA.
RUBENSTEIN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INVESTMENT OPPORTUNITY REPORTS, BOTTLES
Control Number: n/a
Copy: SINGLE
Sent Date: 06-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAGU03193
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770240-0729
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770788/aaaacyog.tel
Line Count: 115
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Litigation History:
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Office: ACTION ARA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
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Review Exemptions: n/a
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Review Release Date: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1953424
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI EMBOTELLADORA NACIONAL S.A.
TAGS: BEXP, PINR, BBSR, BTIO, NU, EMBOTELLADORA NACIONAL SA
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/20b7b370-c288-dd11-92da-001cc4696bcc
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